

1 / 12

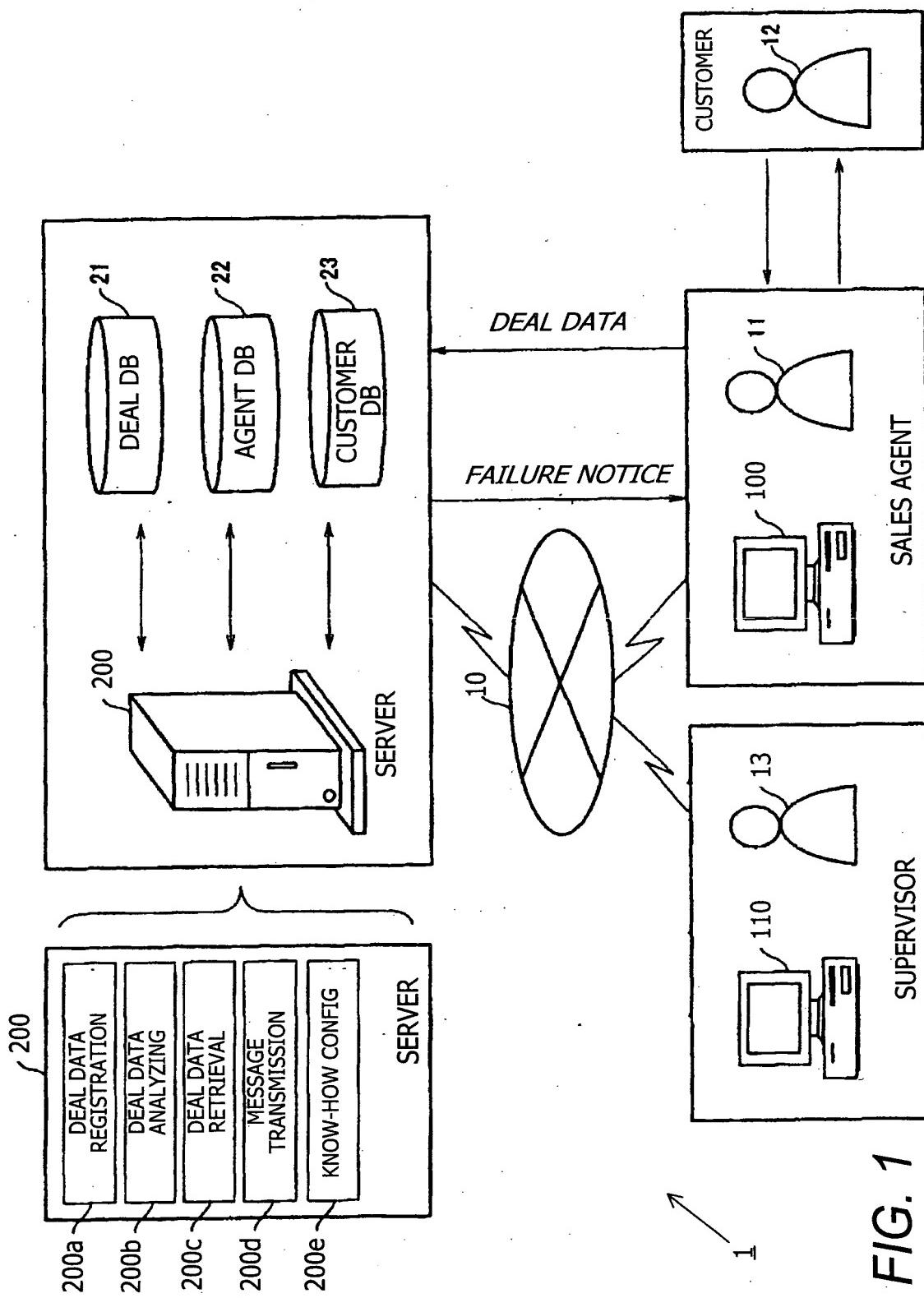


FIG. 1

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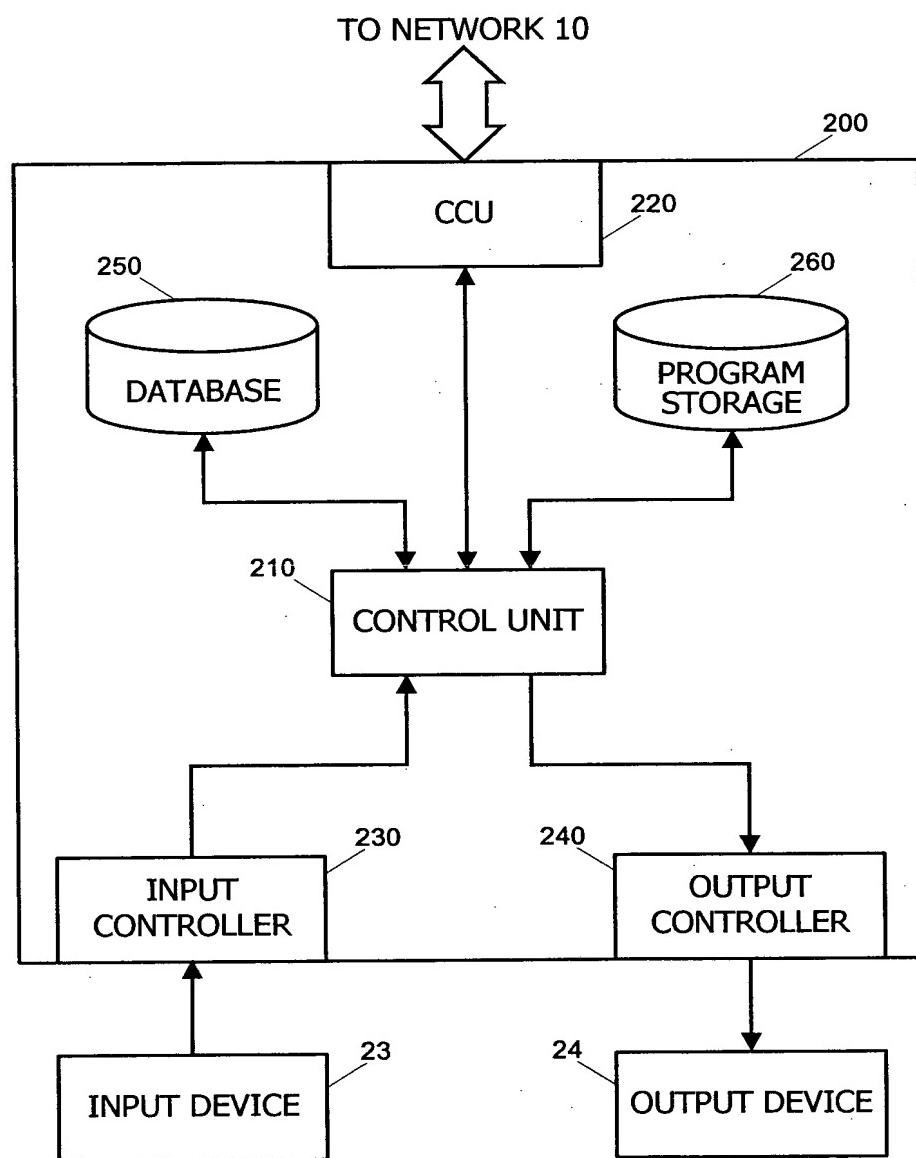


FIG. 2

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DEAL DB					
DEAL ID	CUSTOMER ID	AGENT ID	PROPOSED ITEMS	ESTIMATION	APPOINTED DEADLINE
⋮	⋮	⋮	⋮	⋮	⋮
M10	C001	SA001	Product A	¥***,***,-	1 week
M11	C010	SA010	System B	¥***,***,-	10 days
⋮	⋮	⋮	⋮	⋮	⋮

F/G. 3

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AGENT DB		ATTRIBUTION	PERSONAL PROPERTY
AGENT ID			...
...
SA100	Name, Division, e-mail address, Supervisor's info., . . .	Comprehensive presentation,
SA101	Name, Division, e-mail address, Supervisor's info., . . .	Knowledge based proposals,
...

FIG. 4

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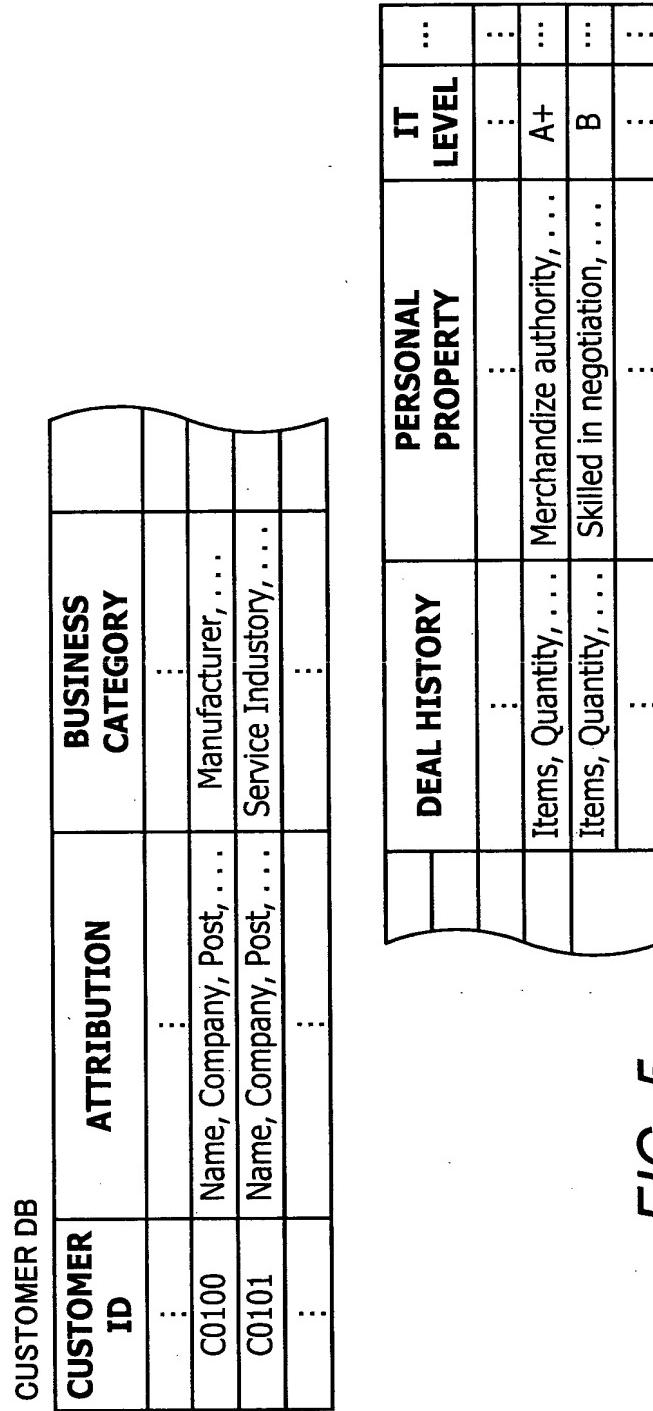


FIG. 5

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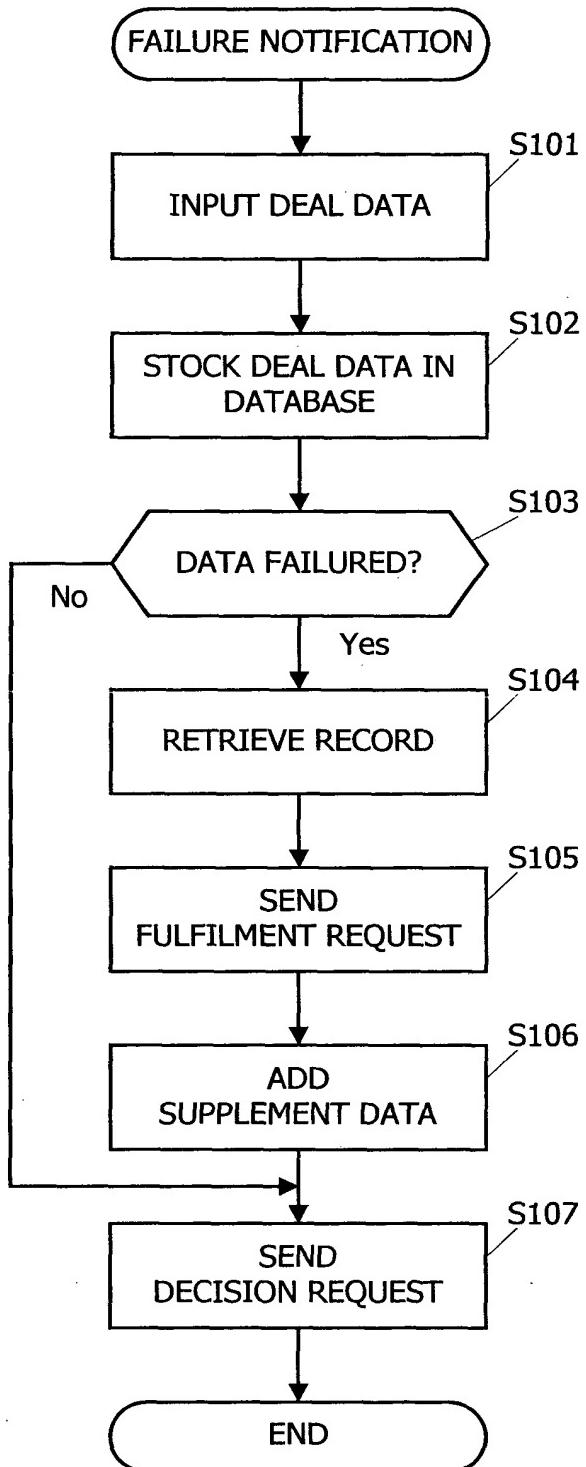


FIG. 6

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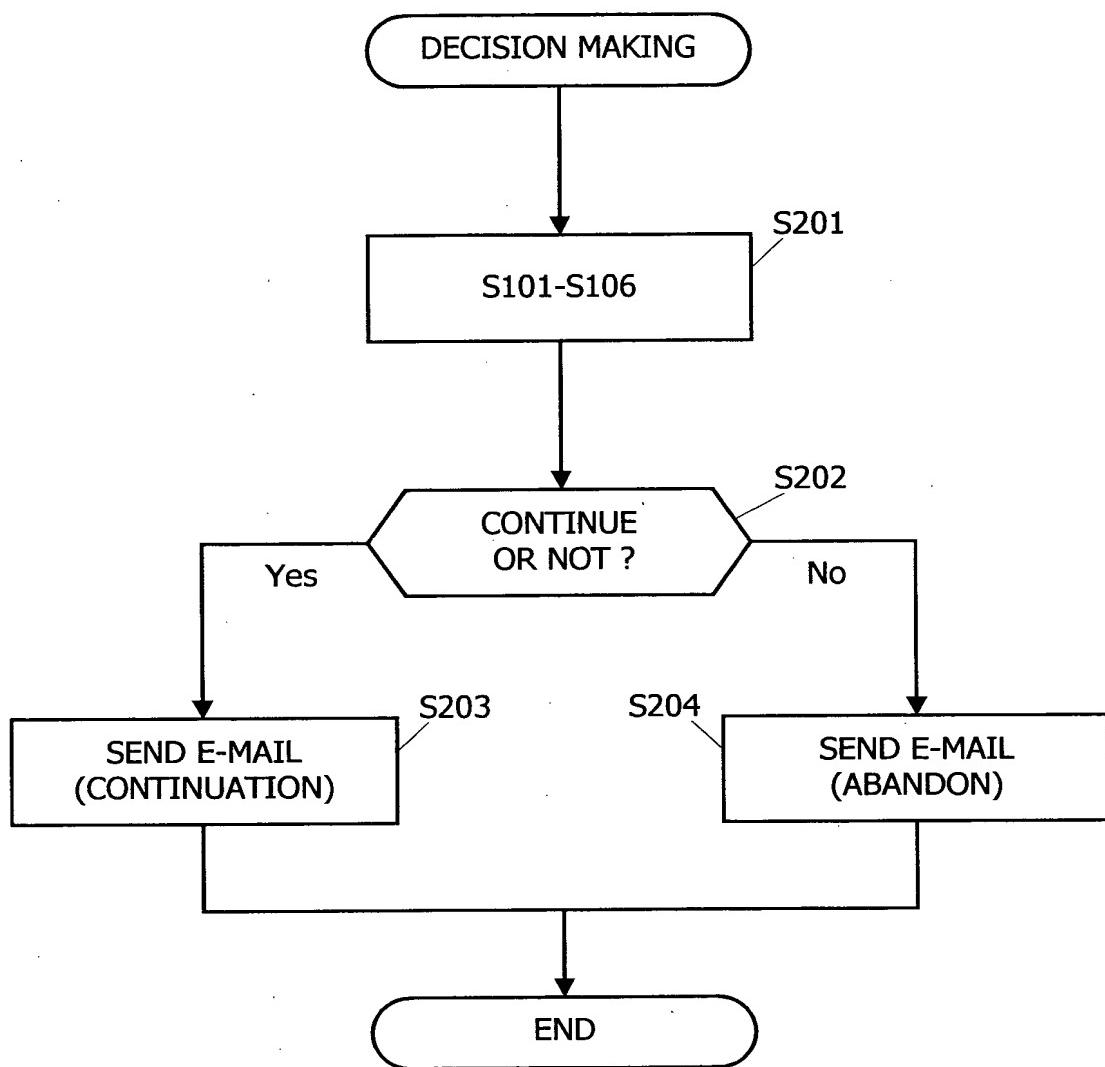


FIG. 7

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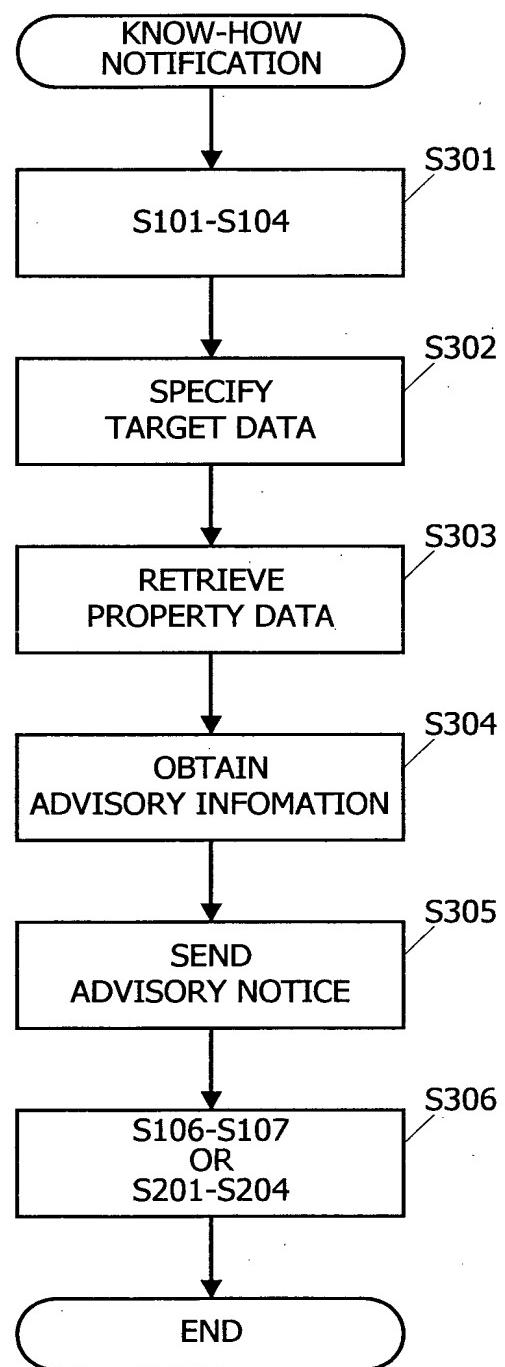


FIG. 8

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ADVICES ON YOUR DATA COLLECTION

DEAL REF.: 1234
CUSTOMER: CUSTOMER A
DEAL PROGRESS LEVEL: 3

- YOUR DATA REQUIRED TO BE FULFILLED
(FOLLOWING INFORMATION FAILED)

WHO'S OUR COMPETITOR

- HOW TO GETTING MORE INFORMATION
OUT OF THE CUSTOMER (*KNOW-HOW*)

31

32

FIG. 9

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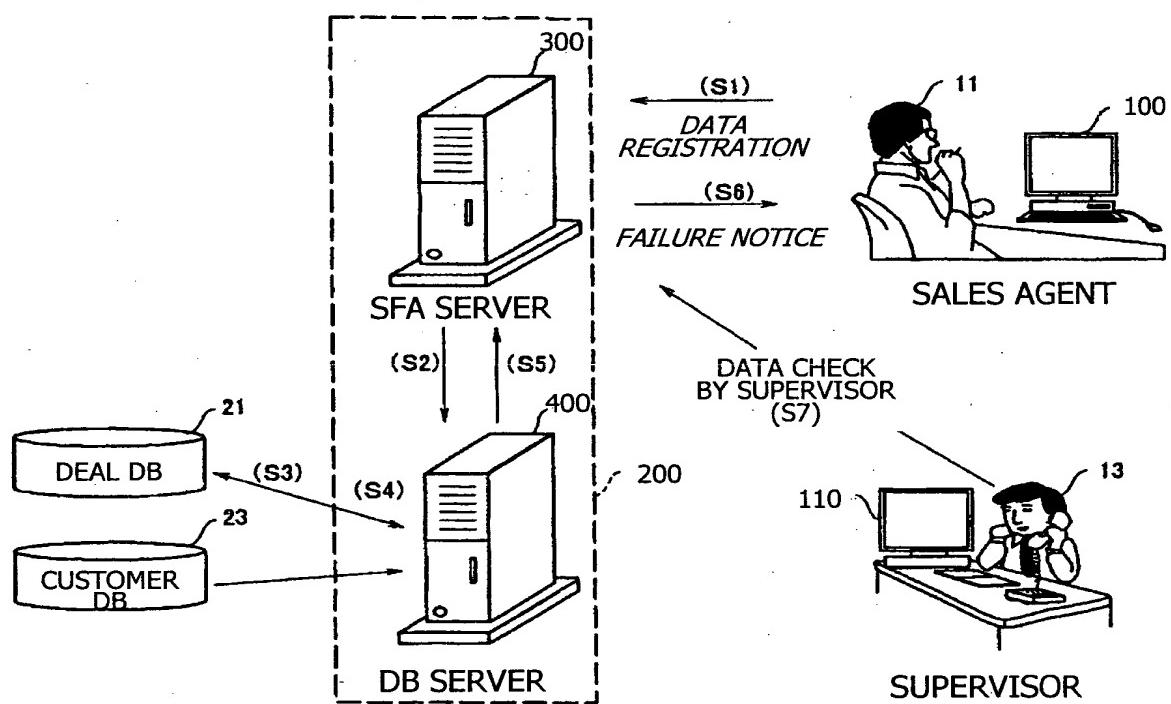


FIG. 10

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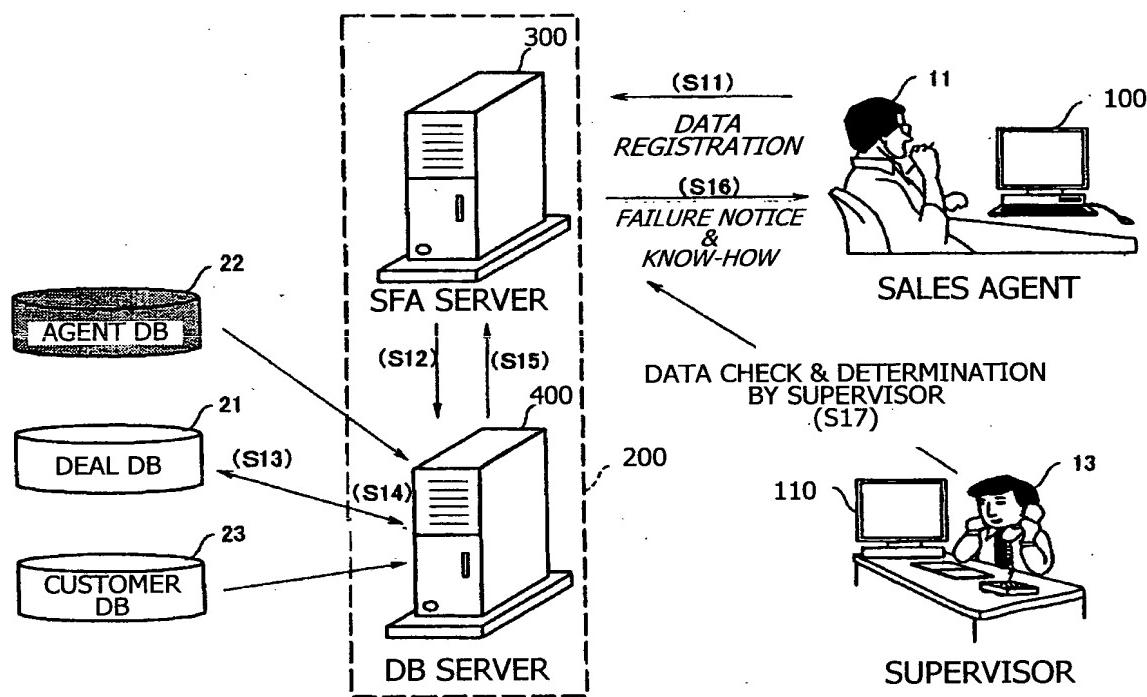


FIG. 11

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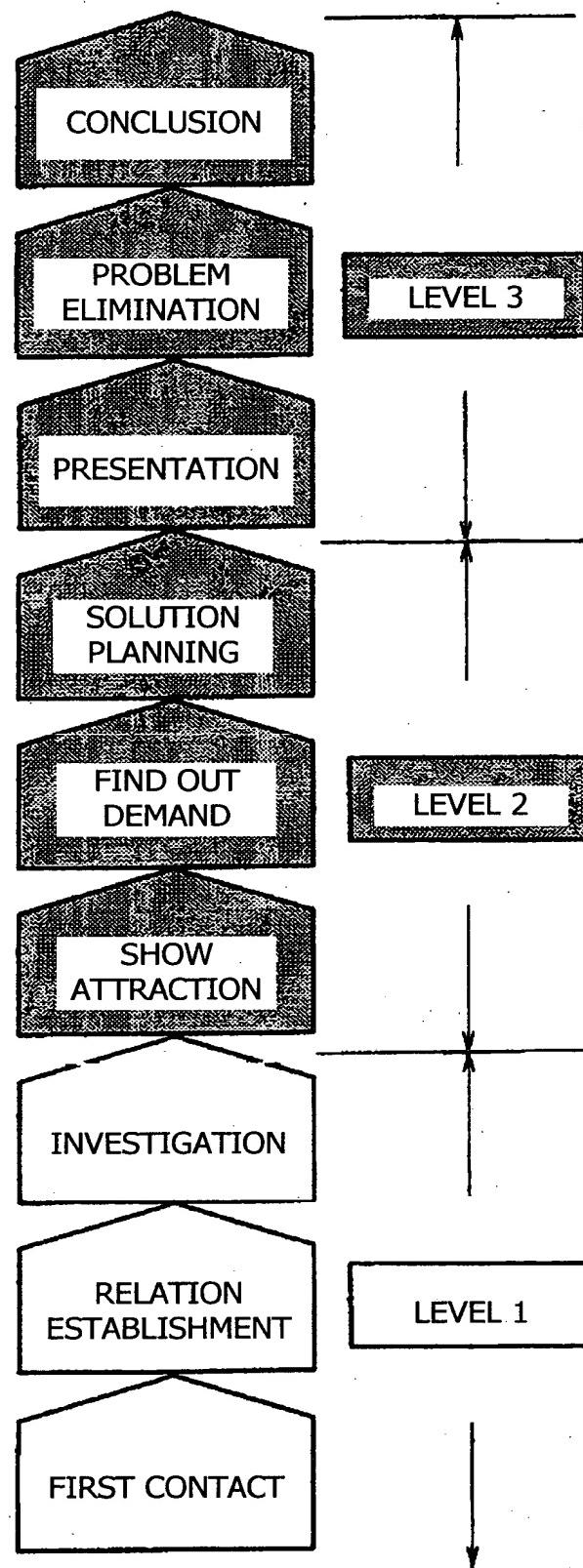


FIG. 12